

Chemist & Druggist

Benn »

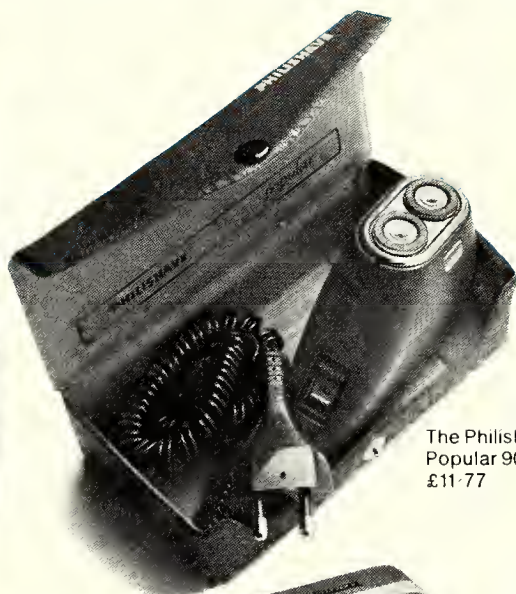
AUGUST 23 1975

THE NEWSWEEKLY FOR PHARMACY

THE PHILISHAVE BATTERY SHAVER. ONE OF THE CURRENT FAVOURITES



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£8 25.



The Philishave
Popular 90 Super
£11 77



The Philishave
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PHILIPS

Simply years ahead



Shopfitting SPECIAL SECTION

Sangers seek
cash
to diversify

From mustard
to babyfoods

More trade
description
offences?

Now there's a better way to fight dandruff- New Anti-Dandruff Brylcreem!

It contains the same dandruff fighter as the very best shampoos. But NEW ANTI-DANDRUFF BRYLCREEM, is massaged regularly into the scalp, and fights dandruff, non-stop.

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**BEECHAM
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BEECHAM PROPRIETARIES BRENTFORD MIDDLESEX

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Chemist & Druggist

The newsweekly for pharmacy

23 August 1975 Vol. 204 No. 4978

116th year of publication

Editor Arthur Wright, FPS, DBA

Advertisement Manager Peter Nicholls, JP

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Comment

Trade descriptions

When the Trade Descriptions Act 1968 came into force some six years ago it represented a substantial addition to the not inconsiderable body of legislation already on the statute book, for example the Weights and Measures Act 1963 and the Food and Drugs Act 1955, the purpose of which was—in the broadest sense—to ensure fair trading.

As the director general of the Office of Fair Trading has said, it would have been surprising if experience in the working of the Act had not shown up some areas where it was less effective than seemed desirable, and over the years various suggestions have been made to deal with alleged weaknesses of the Act.

The latest is a 114-page consultative document published last week by a small interdepartmental committee, set up by the Government and under the chairmanship of Mr J. Methven, OFT director general, (p234). Instead of going through the Act section by section, the committee's review took the form of a detailed examination of those parts which had excited most comment.

By and large, the Committee found that the Act had achieved its objective in that it had raised the standards of truthfulness in describing goods and services.

However the committee did feel it necessary to recommend the Act be changed to make it clear that persons engaged in the professions are regarded as engaged in business—something general practice pharmacists at least always realised.

How many of the committee's recommendations would directly affect retail pharmacists? While a large portion of the document is concerned with bringing property matters within the ambit of the Act, other parts deal with extending the Act's coverage of services and further requirements about descriptions of goods.

However, there were areas where the committee could not make a decision. These included: should employers be liable for offences arising from the act or default of their employees; what is the best way to legislate against false price comparisons between one trader and a named competitor; and how best to deal with multiple prosecutions. These are cases where the advantages and disadvantages of amendment are extremely finely balanced.

The document reveals that, since 1968, soap, detergents and toilet requisites was the group of products for which more false price claims convictions were obtained than any other—985 out of 2,260. Some 29 convictions for misdescriptions applied to the same products were also recorded in the same time, out of a total of 4,443 such convictions.

Thus the document serves as a timely warning that the Trade Descriptions Act is still alive and "flourishing", and all retail pharmacists should take care to heed its present provisions. Trade associations should also be vigilant in submitting their comments on the document, to ensure that any extension of the Act is undertaken with due regard for its effects on trading. Any changes must be designed to trap the real villains and must not produce unnecessary pitfalls for the truthful trader.

Reclosable safety packs: dispensing trial run?

The NHS Standing Pharmaceutical Advisory Committee has recommended a "trial run" be undertaken with one particular group of medicines before a decision is taken to require reclosable child resistant containers for all dispensed medicines.

According to the annual report for 1974 of the Central Health Services Council published last week (HM Stationery Office, £0.50), the Committee advised that if the Department of Health pursued consideration of the possibility of introducing reclosable child resistant containers for NHS dispensed medicines, they should be used initially for a particular group of products, eg "junior aspirin", and the effect monitored before there was any further commitment in that direction. The recommendation followed the report of the Medicines Commission's working party on medicines presentation in relation to child safety (*C&D*, August 10, 1974, p176), and the Committee expressed its support for the educational and certain other recommendations.

The Committee met twice during 1974, and a large part of the first meeting was occupied with discussions on the implications for the NHS pharmaceutical services of EEC entry and the use of the international system of units. The Committee intends to keep in touch with EEC developments concerning pharmacy and will proffer advice to the Secretary of State when appropriate. The Committee recommended the setting up of a small working party within the Department of representatives of the various professions involved to look into the problem of the SI abbreviation for the microgram— μg —and the possibility it would be confused for a milligram abbreviation.

Pharmaceutical officers

Discussing the NHS reorganisation, the Committee were of the opinion that the first opportunity following completion of the reorganisation should be taken to re-open competition for all NHS pharmaceutical posts to all branches of the profession. They noted with satisfaction that advice to that effect had been promulgated to health authorities by the NHS National Staff Commission.

A memorandum from a Committee member examining problems arising for pharmacists in ensuring continuity of treatment for patients referred from hospitals was considered. At the Committee's request, it was also considered by the Standing Medical Advisory Committee and by regional pharmaceutical officers. It is understood that consideration of the subject is continuing.

Considering how it could best contribute to the improvement of the NHS, the Committee felt its main function lay in

identifying situations where the contribution of the pharmacist could be of benefit to the service but where his knowledge and experience may not always be fully utilised. The Committee agreed that the contribution which the pharmacist could make to drug information for prescribers should receive early attention.

Reports from other advisory bodies are awaited on three topics before the Committee could consider pharmaceutical implications in detail. The topics are: the preservation of sterility of ophthalmic preparations used in hospitals; the addition of drugs to intravenous infusion fluids; and warning cards relating to medicines. The Committee received a memorandum from the Pharmaceutical Society's department of pharmaceutical sciences on containers for sterile fluids. It also noted a Department of Health's memorandum on medical and dental teaching of university students and associated research liaison, and drew attention to the need for parallel guidance specifically in respect of pharmaceutical teaching and research.

Most ACCCs favour "on-call" service

Less than one-fifth of area chemist contractors committees consider an "on-call" service to be neither desirable nor necessary for out-of-hours-dispensing.

Of the 69 ACCCs replying to the Central NHS (Chemist Contractors) Committee circular ACCL 6/75, 51 considered an "on-call" service to be desirable although 18 thought it unnecessary, presumably because present arrangements for out-of-hours dispensing were adequate. Six committees felt it was necessary without commenting on its desirability.

In these two groups, 19 thought the service should be voluntary and 21 thought it should be compulsory. Other

views were that it should be compulsory with provision for a contractor to opt out in certain circumstances, or that the fees paid should be such that contractors would wish to take part in an obligatory service.

Most of the 12 committees which considered an "on-call" service unnecessary and undesirable pointed out that their own areas had an adequate out-of-hours service. The matter is to be discussed at the ACCC representatives conference on September 21.

Irish contractors ballot on Minister's latest offer

Postal ballot papers were issued on Tuesday to over 1,000 General Medical Services contractors by the Irish Pharmaceutical Union for the contractors to vote on the Minister for Health's latest remuneration offer.

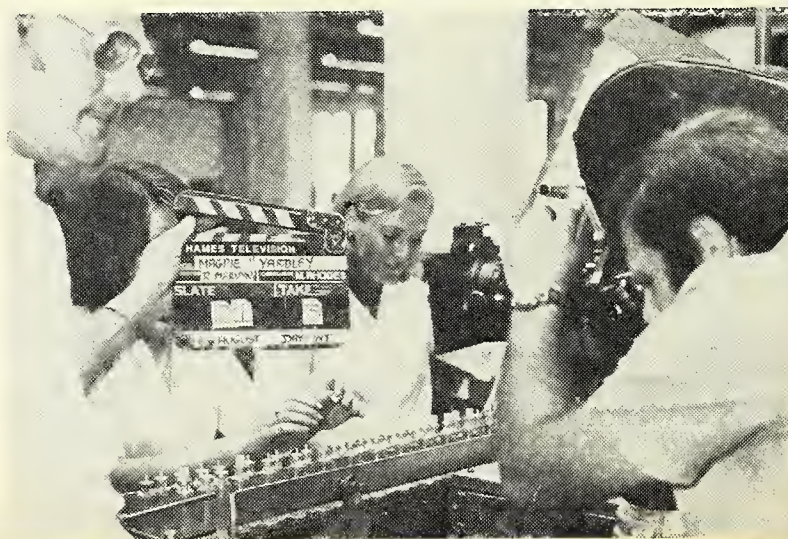
As reported last week (p210), the Minister has offered to pay the full retrospective proposed in the recent GMS review body's report, but has refused to raise his combined fees and costs offers of 41p per prescription. If the Union accept the retrospective payments, it would mean an average of about £2,400 per contractor, with 70 per cent being paid next month and the remainder to be paid early next year.

Discussing the offer last week, the Union's Executive decided to put the matter to a secret postal ballot of the contractors. The Executive made no recommendation of acceptance or rejection, but did postpone the contractors' threatened withdrawal from the GMS until after the result of the ballot is known—that could possibly be by the end of next week.

Scottish dispensary for Disneyland

A chemist's dispensary of the Edwardian era is being dismantled in Scotland to be shipped to Disneyland in California. The store, belonging to R. Gordon Drummond Ltd, stands in Stirling Street, Airdrie, Lanarks, and is due for interior modernisation. As soon as Glasgow antique exporter John Kelly heard that the interior was to be stripped he stepped in and bought the lot. Now bottles and cabinets which have graced the shop for 70 years are on their way to the US.

A film crew from Magpie, the Thames television children's programme, visited Yardley's Basildon factory recently. Seen here is the programme's presenter, Jenny Handley, taking part in work on the Khadine mini spray assembly line. The sequence will be included in a programme in September.



'Ask pharmacist for advice' sticker in PAGB campaign

The Pharmaceutical Society, National Pharmaceutical Union and Company Chemists Association are co-operating with the Proprietary Association of Great Britain's latest venture in its medicines safety campaign—a sticker specially designed for retail pharmacies.

In January, PAGB launched its campaign, in association with the Health Education Council, with leaflets and shelf strips emphasizing "keep medicines safe", and "use medicines properly" (*C&D*, January 4, p5). However, the Society's Council came out against the shelf strips as being inappropriate for use in pharmacies since medicines were not sold there by self service techniques.



**Use medicines properly
Ask the pharmacist for advice**

The new sticker bears the campaign logo in red together with the words "Use medicines properly. Ask the pharmacist for advice" in black on a white background. Measuring about 11 by 7½ in, it is intended for affixing to the dispensing screen in a pharmacy. Printing of the stickers was financed by the PAGB, and the pharmacy organisations are to distribute them.

Action on contractors payment delays

The Department of Health has agreed that Family Practitioner Committees should be asked either to dispatch cheques for the payment of chemist contractors by first class mail, on the last working day before the first working day of the month, or, where payment is made by credit transfer, to transfer the money to the chemist contractor's account on the first working day of the month. Because of the problems involved, the arrangement is to be introduced for an experimental period, it was reported at the July meeting of the Central NHS (Chemist Contractors) Committee.

It was decided that a rural dispensing subcommittee should be set up comprised of members of the Central Committee and members of Area Chemist Contractors Committees from areas of England and Wales where the rural area problem was most acute.

The Committee approved a redesigned sample of a cardboard wallet intended for

the dispensing of single strips of blister tablets and capsules. The wallet incorporated side flaps (to prevent the strip sliding out) in place of metal staples, a feature which had been criticised by the Committee when it had inspected the original prototype.

The draft report for the period ending March 31 was approved. To bring the report into line with the financial year it covered the period January 1974 to March 1975. A copy will be sent to all chemist contractors in England and Wales.

'Recommended price' meaning

What is a recommended price? asks Mr H. Justin Evans, Salop, in a letter to *The Times* on Tuesday. He refers to "a large and reputable firm of retail chemists" offering a branded toothpaste as "recommended price 45p, normal price 29p, special offer 25p."

He concludes: "How can the public believe that there is any reasonable system of price control in operation by the Government when a manufacturer of so essential and competitive an item as toothpaste can recommend that a retailer of a non-perishable article should make a profit of not less than 55 per cent or possibly as much as 80 per cent?" [See also p284, Trade Descriptions Act review recommendations—Editor.]

Promotion of medicines has fallen, survey finds

Promotion of all medicinal products, baby foods, toiletries, cosmetics, hair preparations and shampoos fell in the first six months of 1975 compared with the corresponding period last year.

MS Surveys and Promotional Services, in a study of incentive marketing performance of 22 product categories, found the greatest drop of 60.2 per cent in the medicinal products group and 60 per cent in the baby foods group. Pet foods and accessory products showed an increase in promotional activity of 71.8 per cent over the six-monthly period. "Promotions" covered "below the line" activity such as reduced price offers, coupons etc., and not advertising.

However, according to the survey, the "new products" performance for medicines, toiletries, hair preparations and shampoos was particularly good although their promotion was low.

Advertisements: data sheet mention to be required

The Government this week published Regulations to tighten the link between advertising and data sheets.

The Medicines (Advertising of Medical Products) (No 2) Regulations 1975 (HM Stationery Office, SI No. 1326, £0.18), which comes into force September 8, provide that particulars relating to medicines for human use in advertisements issued in publications for doctors or dentists are not to be inconsistent with the relevant data sheet. Further, such advertisements must contain a notice that a data sheet will be sent on request to any doctor or dentist. Three copies of the data sheet have to be sent to the licensing authority not more than 15 months before the issue of any such advertisements.

However the requirements are not to apply to the issue of advertisements before December 1, 1975, or if the arrangements for such issue are made before October 1, 1975. Neither will they apply during a period of two months from the grant of the relevant product licence, if the licence holder has, prior to the issue of any such advertisement, sent the licensing authority a document on the product which, whilst not a data sheet, nevertheless supplies the required particulars, and the advertisement is not inconsistent with those particulars. Where no data sheet has been issued prior to the Regulations coming into force, the advertisement may specify a date upon which a data sheet will be sent on request—that date not to be later than January 31, 1976.

Mr M. E. Marcus, centre, branch manager of Westons, Baker Street, London, is presented with the first prize in a recent Us display competition by Mr P. Walter, right, salesman for Johnson Wax. Looking on is Mr C. J. Shewring, left, Westons area manager



Trade Descriptions Act 1968:

more offences proposed

The provisions of the Trade Descriptions Act governing price comparisons should be tightened and there should be new and wider offences in respect of false statements about services.

These are among changes in the Act suggested by a Government review committee which was set up in February 1974 under the chairmanship of Mr J. Methven, director general of the Office of Fair Trading. In a consultative document issued to interested bodies last week, the committee also comment on the narrow use of the definition of "trade description" in the Act, and information about the availability of goods.

On prices of goods, the document suggests the Act should not include any general prohibition on the use of misleading representations—a number of suggestions for dealing with misleading price claims were made in the recent OFT consultative document, Bargain Offer Claims (C&D, July 19, p74). However, the committee suggests unless the contrary is made quite clear, that a comparison with a "recommended price" should be taken to refer to a price recommended by a trader who has no connection with the person making the offer, and that comparisons with the trader's previous selling price should be taken to be with one which he had charged immediately before any price reduction, and for a continuous period of not less than 28 days. It is further suggested that the provisions presently applying only to statements concerning the price of goods should be extended to cover prices and charges under rental and hire purchase transactions, for services, accommodation or facilities, and for property.

Services

The Committee also feel that, so far as possible, the sanctions against false statements in respect of goods and services should be the same in both cases, and there should be a new offence, that of supplying services, accommodation or facilities which do not correspond with a description that has been applied to them. A further suggestion is that the Act's scope should be widened to include: statements about the duration of services etc, statements about the place where a service or facility is provided, and misleading (as distinct from false) statements about the provision of services, etc.

The committee considered the Act's definition of a trade description too narrow to cover certain significant features of goods and felt it should be widened to include false or misleading statements about the following:

- ☐ the identity of a supplier or distributor;
- ☐ the standing commercial importance

or capabilities of a manufacturer, producer, supplier or distributor of goods;

☐ the contents of books, films, records etc, including their authorship;

☐ indications of testing so that, unless the contrary is indicated, a reference to testing should mean that the goods have passed the test.

Availability

Misrepresentation of the availability of goods is proposed as an offence. Traders would however have a defence if they could show that at the time the goods were offered they had sufficient quantities available to meet the expected demand. Another new offence could be created concerning false statements. That would apply where an expert makes a deliberately false statement about another person's goods with the intention of persuading someone to enter into a transaction in which the expert has an interest. An example of one such situation which the offence would cover would be where a consumer takes her broken appliance to a shop which offers repair services. If the shopkeeper, in order to sell her a new appliance, says that no spare parts are available or that her present one is beyond repair (though he knows, in fact, it could be mended), he would be committing an offence. An expert with no financial interest in a further transaction would not commit an offence if his advice subsequently proved wrong.

One area where the Committee has not yet reached a provisional conclusion is where one trader is prosecuted several times for the same misdescription contained, for example, in a nationally-distributed brochure or advertisement. The committee asks whether it is possible to resolve the apparent conflict between the public interest—in seeing that multiple prosecutions for the same offence are avoided—and the private interests of the aggrieved consumer—who, if a successful prosecution is brought under the Act, may be awarded compensation by the court. The committee wonder if the solution lies in the creation of a new defence which would depend on the trader's actions since his previous conviction, both in avoiding further breaches of the Act and in offering compensation.

Another problem is whether employers should be liable under the Act for offences stemming from employees' actions.

Other recommendations in the document include:

Application: The Act should apply only to trade descriptions, indications of price or statements made in the course of a trade or business. Descriptions used by private sellers should be outside its scope.

Advertising: Statutory control of adver-

tising—other than the use of false or misleading trade descriptions—was outside the committee's terms of reference. It suggests however, that no provision should be made for the compulsory publication of corrective advertising.

Enforcement: This should remain a duty of local authorities, but the director general, OFT, should be authorised to bring cases under the Act if he wishes.

Penalties: The committee comment that the deterrent effect of the maximum fine allowed by the Act for summary conviction (£400) has been weakened by the fall in the value of money. Any upward adjustment made in the general level of penalties should apply to offences under the 1968 Act.

Orders: The Secretary of State should have powers to make Orders extending the matters which constitute "trade descriptions" and the features of services, etc, to which the Act applies; and should also have more flexible powers to require the provision of information which consumers need about goods or services.

Compensation for consumers: Compensation is considered to be primarily a matter for the civil law, and the Act should not be amended to provide specifically for compensation to be awarded to those affected by offences. However, it is felt that the Act might be amended to remove any barriers which prevent a local authority disclosing to an aggrieved consumer information it has which might be of use to him in any civil action he might bring.

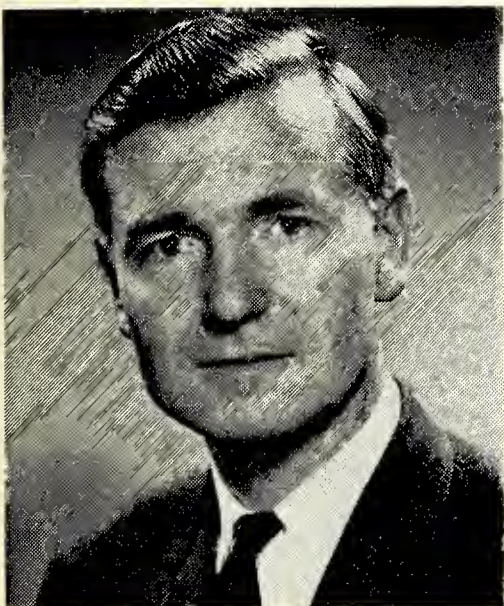
Trade associations, consumer groups and other interested organisations are being asked to submit their comments by October 31. When all replies have been considered, a final report will be submitted to Mrs Shirley Williams, Secretary of State for Prices and Consumer Protection.

Swiss contribution to world medicine supplies

A recent broadsheet by the Swiss office for the Development of Trade highlighted the important place Switzerland holds in world production of medicines and allied chemical products. In medicines, the office claims, "three Basle firms and their branches abroad together meet 10 per cent of the world's needs. In the field of dyestuffs, sales of the Swiss chemical industry and its companies abroad account for 13 per cent of world sales with regard to value and 8 per cent with regard to quantity. CIBA-Geigy, in Basle and abroad, is first in the world for agricultural chemicals; Geneva is the international centre for perfumes and flavourings, it is being estimated that Swiss firms in this field supply one-third of all flavourings and perfumes used in the world. The Swiss chemical industry exports 82 per cent of its output and thus comes first in this field among exporting countries, ahead of Belgium (63 per cent), the Netherlands (52 per cent) and Norway (48 per cent)."

The output of the Swiss chemical industry and its branches abroad is estimated at 1 per cent of world chemical output. The CIBA-Geigy group with turnover of 9,300m Swiss francs was second to Nestlé in the country's leading firms.

People



Mr David Godfrey, BPharm, MPS, a director of the Wellcome Foundation Ltd., has been appointed to serve for two years on Economic Development Committee for Chemicals, one of the original EDC's (Little Neddies) set up by the National Economic Development Council. In addition Mr Godfrey has been asked to head a working sector party covering the pharmaceutical industry.

Mrs Margaret Broome, MPS, has recently been elected president of Inner Wheel Club of Matlock, Derbys. She is the first pharmacist to hold that presidency in the town. Mrs Broome is also a past-president of the Matlock chamber of trade.

Mr Robert C. Evans, MPS, became the first-time holder of the Unichem cup in the recent Mid-Glamorgan East Branch of the Pharmaceutical Society's golfing tournament.

Deaths

Lyall: Suddenly, on August 4, Mr Robert Wylie Lyall, MPS, 23 Garvock Hill, Dunfermline, Fife. Mr Lyall who qualified in 1931 had been doing locum work in Fife and surrounding areas since selling his business to Dunfermline Co-operative.

Paterson: Writing on the death of Mr Donald M. Paterson, a report of which appeared last week (p213), *Mr R. Jackson, MPS*, comments: "I was shocked to read that Mr Paterson lost his life while on holiday in Scotland. There can be few pharmacists who do not know Paterson photographic products, but I was privileged to know Mr Paterson. He was a kind, generous person, and a great friend of pharmacy, both in mind and deed. There was professional precision in the products of his firm which show a great sense of practical common sense. This may be explained by the fact that he was a dentist also. Mr Paterson was very conscious of the retailer's problems and knowledge. With the tragedy of his death, we have lost a fine person and my sympathy goes to his family and firm.

A colleague at Paterson Products Ltd writes: "Donald Paterson had a great influence on the lives of all who have worked for him. He was blessed with a

Topical reflections

BY XRAYSER

Containers

The information to the effect that the Government has decided to go ahead with safety packaging of certain products, although a few details remain to be settled, fills me with some misgiving. In making the announcement to Parliament, Dr David Owen intimated the British Standards Institute had considered the possibility of designing suitable specifications or tests for materials for unit packaging, but estimated that a standard would take over a year to produce, and it seems that we cannot wait until then.

There is ample evidence of insufficient foresight and preparation in a number of other directions on past experience. Scarcely a day passes that does not provide an example of public ignorance of the 5ml spoon, despite endeavours to explain by leaflet and by demonstration.

Concerning the new containers, a spokesman of the Proprietary Association of Great Britain, quoted on p209, told *C&D* that in his statement to the House, Dr Owen had "drawn out the parameters". Always willing to learn, I referred to my dictionary which defines a parameter as "a line or quantity which serves to determine a point, line, figure or quantity in a class of such things; a constant quantity in the equation of a curve; in conic sections, a third proportional to any diameter and its conjugate diameter". If that is what Dr Owen has done, we should be grateful to him, for it will save us a great deal of time.

But the sphere of containers is narrower than it used to be. There was a useful range of bottles which used to seem to choose themselves for different forms of preparation. There was the flat medicine bottle, hexagonal fluted poison bottles, panel bottles, what, I think, were called "Ideal" bottles, throat paint bottles, and a well-designed triangular bottle which, though not ribbed in the accepted sense of today, was certainly distinguishable by touch. An hour or two ago, I made a gargle, and had the choice of dispensing it in a ribbed oval, which seemed needlessly alarmist or, from another point of view to suggest that anything in a ribbed oval might not really be dangerous; or to dispense it in the type of bottle used for medicines for internal use. Neither seemed quite right. But what, if any, is the alternative? I had thought that, following the introduction of metric quantities, all that was needed was time to produce the usual range which had served us well over the years.

Test purchase

A correspondent last week expressed disapproval of the action of an inspector of the Pharmaceutical Society in making a test purchase on a Saturday afternoon when, he writes, "he should surely have been helping his wife to do her shopping". One might suppose that the inspector would have preferred to have been shopping with his wife rather than working on a Saturday afternoon, but it would surely be going a little too far to expect the Society to announce that under no circumstances would an inspector inspect on a Saturday afternoon. But in making his purchase, did the inspector act as an agent provocateur? I have always regarded the agent provocateur as one who persisted, after initial refusal, in his attempt to make a purchase, and I should be extremely disturbed if I thought that was the way in which our inspectors carried out their duties. I should have thought that a request, followed by a refusal, would have been the end of the matter.

rare combination of qualities and his contribution to photography and to humanity has been outstanding. The ideals and standards which he set were an example to all his staff and he was greatly respected in business as a man of absolute integrity. It was his belief that those who worked in the company should enjoy their work and his enthusiasm infected those about him. He excelled in many sports and notable among these was his prowess

as a fencer in which he reached international standard. He lived quietly and modestly and spent much of his time helping others. That his own life should end in an attempt to save someone else's was the final example of the noble and unselfish way he lived.

Priestley: On August 9, Mr George Henry Priestley, MPS, 85 Wannock Lane, Lower Willington, Eastbourne, East Sussex. Mr Priestley qualified in 1915.

Trade News

Influvac reformulated

A new 1975/76 formulation of Influvac (0.5ml, £1.20 trade; 10 dose vial, £11 trade) has been announced by Duphar Laboratories Ltd, Gates Hill, West End, Southampton SO3 3JD.

The reformulation is to meet recommendations of the World Health Organisation Influenza Centre, and contains 400iu of both A/Port Chambers and A/Scotland strains. Also included is the B/Hong Kong strain, giving a total inactivated influenza virus content of 1,160iu per 0.5ml dose. The 1974 formulation contained 640iu virus per dose.

The vaccine is designed to protect the recipient for up to 12 months after one single deep subcutaneous injection, and vaccination is recommended to take place in the autumn. The possibility of side effects is rare as the vaccine is prepared by zonal centrifugation and does not contain formalin.

New suppliers

Riker Laboratories, Morley Street, Loughborough, Leics LE11 1EP, have announced that they are to discontinue calcium disodium versenate preparations. However, further supplies of calcium disodium versenate veterinary solution (100ml) will be obtainable from Veterinary Drug Co Ltd, 129 Lawrence Street, York YO1 3EG, and calcium disodium versenate cream (50g tubes) from Sinclair Pharmaceuticals Ltd, Borough Road, Godalming, Surrey.

Other products to be discontinued by Riker once present factory stocks are exhausted include Intralgin liquid, Neutrapen injection, Parisilon tablets, sodium versenate injection, Vandid oral solution and injection, Vetromil tablets and liquid.

Digoxin from Barclay Pharmaceuticals

Barclay Pharmaceuticals, Lakeside Laboratories, Rawdon, Leeds LS19 7YA, say that representatives will advise customers of the date on which the new standard digoxin tablets will be available for distribution so that all prescriptions can be met from October 1. Customers are also reminded that stocks of the current standard remaining unsold after September 30 cannot be accepted for credit purposes.

Lomusol treatment

Fisons Ltd, pharmaceutical division, Derby Road, Loughborough, Leics LE11 0BB, point out that each 9.5ml bottle in their new Lomusol pack gives about six days treatment.

Lobidan out of stock

Berk Pharmaceuticals Ltd, Station Road, Shalford, Guildford, Surrey GU4 8HE, say that owing to the recent high demand for anti-smoking products, together with supply difficulties, Lobidan is at present out of stock.

Floris Christmas promotion

Free Christmas gift catalogues for distribution to customers are available from J. Floris Ltd, 89 Jermyn Street, London SW1Y 6JH. Orders of 300 or more will be overprinted with the retailers' name and address, free of charge from the makers.

Floris plan to advertise during the pre-Christmas period. Advertisements will appear in the *Sunday Times* magazine, *Country Life*, *Harper's/Queen*, *Woman's Journal* and regional magazines. Anyone wishing to advertise in their local Press can use one of three blocks supplied by Floris who will meet 50 per cent of the cost of advertising.

Newly-introduced by Floris is a Cologne spray (£1.95) for Ormonde and Stephanotis fragrances featuring the shop-front at Jermyn Street, screened in gold on a white background (*C&D*, August 2, p162); plus two bone china pomanders—birds of paradise (£2.99) and butterfly (£2.99).

Photoflux dealer promotion

Philips Electrical Ltd, lighting division, City House, London Road, Croydon, have launched a special promotion to dealers of an "incentive pack" of photo flash products which come with an impact-resistant polystyrene chiller container. In the promotion—which lasts as long as stocks of the pack are available—each pack consists of the chiller container and the following Photoflux products: 20 PF1B bulbs, 40 AG3B bulbs, 36 PFC4 bulbs and 36 X cubes.

Shop sign from Anadin

An opportunity for all dispensing chemists to obtain the Anadin open/closed sign is offered by International Chemical Co Ltd, 11 Chenies Street, London WC1E 7ET.

The sign which features a half-day closing indicator, is in "non-fade" colours and is fitted free by the company. In four colours it bears the message "Nothing acts faster than Anadin tablets—the power to stop pain."

'New image' for Wella hairspray

Wella (Gt Britain) Ltd, Wella Road, Basingstoke, Hants, have recently reformulated and repackaged their Wella hairspray range. In two strengths, normal hold and extra hold, Wella hairspray is now presented in either silver or pink brushed



The latest display merchandiser from Houbigant Ltd, Salbrook Road, Salfords, Redhill, Surrey, for their Monsieur Houbigant range. The display features Houbigant's motor racing sponsorship which has been so successful

aluminium cans designed to "create maximum cosmetic appeal." Both strengths are available in 120g (£0.59), 240g (£0.85) and 360g (£1.09) size cans and are packed in units of six.

From August until December the new range will receive advertising support in women's magazines such as *Woman and Home*, *Woman's Journal*, *Vogue* and *Good Housekeeping*.

Relax with the stars and Horlicks

Beecham Foods, Beecham House, Great West Road, Brentford, Middlesex, introduce a new promotion for Horlicks featuring an exclusive record offer entitled "Relax with Horlicks". The promotion, which is being carried on-label with Horlicks 1lb and ½lb jars, is running from August onwards and also offers a "money off" promotion of 5p off 1lb and 2½p off ½lb jars. The record is a stereo LP comprising 12 tracks including those by Shirley Bassey, Nana Mouskouri and Tony Bennett. This record costs 99p together with one pack label from either size jar of Horlicks.

Sales force change

Following the acquisition of Cussons Sons & Co Ltd by the owners of Roberts Laboratories Ltd, the sales force of Roberts Laboratories will be absorbed into Cussons. The new sales force will be handling the following lines only: Zubes original, honey and lemon; zinc and castor oil cream BP, medium and large sizes; olive oil BP 71ml; calamine lotion; Keybells glycerine lemon and ipec 75ml; Fam-Lax tablets, large 36s; petroleum jelly BP, and aspirins BP, 100s.

All other products will be discontinued. Details from the sales administration manager, Cussons Sons & Co Ltd, Kersal Vale, Manchester.

Unichem September offers

Unichem Ltd, Crown House, Morden, Surrey, are promoting the following products during September: Anadin; Amplex capsules; Beecham's powders, Hot Lemon

and tablets; Bisodol tablets; Bristow's shampoo and hairspray; Elastoplast; Famel; Formula 16 and Lady Formula 16; Gillette Techmatic cartridges and platinum blades; Harmony hairspray; Mac lozenges; Pearl Drops tooth polish; Pears shampoo; Ponds cold cream; Q-Tips; Signal; Veno's; Wella conditioner; Dr. White's.

Clic-loc suppliers

U.G. Closures and Plastics, Astronaut House, Hounslow Road, Feltham, Middlesex, have announced that their child-resistant cap, Clic-loc, is now available from the following distributors: Bristol Bottle Co Ltd, Unit 1, Ashmead Trading Estate, Ashmead Road, Keynsham, Bristol; Bradford Chemists' Alliance Ltd, 108 Thornton Road, Bradford, Yorkshire; Michael Stewart Ltd, Crescent Street, Cottingham, North Humberside; Wellcome Foundation Ltd, Temple Hill, Dartford, Kent, and all the various depots of Vestric Ltd.

Holiday closure

Imperial Chemical Industries Ltd, pharmaceuticals division, Alderley House, Alderley Park, Macclesfield, Ches SK10 4TF, will close from end of business August 22 until start of business August 26.

Ciba Laboratories, Horsham, West Sussex RH12 4AB, will close from end of business, August 22 until start of business, August 26.

Parke Davis & Co, Usk Road, Pontypool, Gwent NP4 8YH, will close from end of business, August 22 until start of business, August 27 (urgent inquiries will be dealt with). The Carfin Depot, Motherwell, Lanarkshire, will be open on both days.

Bonus offer

May & Baker Ltd, Dagenham, Essex RM10 7XS. Phensedyl, Tixylix, Phenergan elixir and compound, 10 as 9 on 125ml (September 1-January 31, 1976). Higher bonus terms for larger quantities available through the company's representatives.

Two-in-One setting lotion introduced recently by Alberto-Culver Co, Culver House, 44 Newington Causeway, London SE1 6DX (C&D, last week, p216). The lotion may be used on wet or dry hair



New products and packs

Oral hygiene

Plaque disclosing agent

Evident is a new dental plaque disclosing agent from Evident Dental Co Ltd that is dispensed into the mouth before cleaning by a tube from a metered-dose container. It stains plaque vividly, but the staining of the lips and gums is virtually eliminated, overcoming an objection to plaque disclosing agents. This is said to have been made possible by the use of a new formulation.

Each pack contains 60ml, 75 doses (£0.98), in a plastic bottle with pump and nozzle attached, packaged in an attractive window pack. There are 10 packs per carton (distributors, Farillon Ltd, Coppen Road, Selinas Lane, Dagenham, Essex).



Babycare

Baby desserts from Heinz

Three new baby desserts in 4½oz jars have been launched by H. J. Heinz Co Ltd —pineapple dessert, pineapple and orange dessert and orange dessert. Each is said to contain a high proportion of fruit and provide a baby with half his daily requirement of vitamin C. The green and white labels, reflecting a fresh fruit theme, make the range stand out clearly from the other Heinz jar varieties.

The launch coincides with a major promotional campaign. Television advertising began with a four-week "burst" in July featuring the main meals commercials. Full-colour pages appearing in *Woman*, *Woman's Own*, *Woman's Realm*, *Woman's Weekly* and *Family Circle* in August will include coupons offering 7p off the price of any three cans or jars of Heinz baby food.

The protein content of the Heinz strained egg & bacon breakfast recipe has been increased with the addition of more egg. The nutritional content has therefore been brought into line with the company's existing main meals range, one can of which provides a baby with one-fifth of his recommended daily protein intake (H. J. Heinz Co Ltd, Hayes Park, Hayes, Middlesex UB4 8AL).

Cosmetics and toiletries

Sponge-on cheek colour

Elizabeth Arden have introduced Flawless Finish sponge-on cheek colour (£1.75) to complement their Flawless Finish cream makeup.

Said to be rich and creamy, the cheek colour may be used with or without makeup and is applied with a damp sponge. There are four shades: country blush, a fresh, "glowing" pink; cherrywood, a muted rose wine; English peach, a soft warm peach, and fresh ginger, a

"honeyed" amber. It comes in a slim burgundy compact with its sponge in a matching "portacase". For sale mid-September (Elizabeth Arden Ltd, 20 New Bond Street, London W1).

Household

Toilet seat wipe

Gorcel Ltd are launching a toilet seat wipe —Safeseat (£0.25)—to chemists. The product is said to be particularly useful when travelling and is "hygienically satisfying and rapid-drying".

Each pack contains ten disinfectant-impregnated tissues, individually sealed in foil. The makers claim that the tissues are non-toxic, non-staining and non-irritant, and reduce the cell count on the seat to make the surface free from infection. They offer a quantity discount of 15 per cent (Gorcel Ltd, 1 High Ridge, Ward Green, Barnsley, South Yorks S70 5HO).

on TV next week

Ln—London; M—Midland; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Islands

Andrews Liver Salts: So, NE.

Denclen: Ln, M, NE.

Divi-Dent: Ln, So.

Elnett Satin hairspray: All areas.

Immac: All except E, CI.

Lady Grecian 2000: All except U.

Mum: All areas.

Radox: All except U, E.

Stowaway: All areas.

BP Conference city—Norwich

From mustard to baby foods: Colman's at Carrow

Colman's mustard was born in the year 1814, when George III was King in an England where policemen and postage stamps were still unknown and the first railway had yet to be built. It all began at a water mill at Stoke Holy Cross, four miles from Norwich. The business prospered under the guidance of Jeremiah Colman, the founder, for the best part of 40 years.

Old Jeremiah had no children of his own, so one of his brother's 15 children, James Colman, went to live with his uncle at the age of five and eventually became the other "J" in J. & J. Colman. It was, in turn, James's son, Jeremiah James, who became ruler of the Colman's empire for nearly half a century. It was Jeremiah James Colman more than any other who was responsible for making the Colman's name synonymous with mustard. Moving the company from Stoke Holy Cross to Carrow in Norwich was one of his first decisions, and it is true to say that it changed the fortunes of the City of Norwich as much as those of Colman's.

Industry collapse

Norwich, at the start of the 1850s, was still reeling from the collapse of the textile industry that had been its mainstay for hundreds of years. Jeremiah James saw in the unemployed textile workers of Norwich a pool of readily available labour that would enable him to expand. In addition, the railways had arrived and Norwich had the added advantage of being on the main line.

In an age when children still went down pits and up chimneys, and trade unions were still feeling their way, often with dubious legal status, Colman's introduced a series of welfare benefits for their workers that were far ahead of their time, including a dispensary, an industrial nurse, the Carrow kitchen to provide the workers with cheap and nourishing food, a school for workers' children, a library, clothing club, savings club, sports and recreation facilities—even a Colman's Fire Brigade. In the context of their time, these benefits were far-seeing and often unique, and conferred upon Colman workers the status of a privileged class by comparison with workers in other industries.

Something of the atmosphere of the latter part of the last century has been recreated in the Mustard Shop in Bride-well Alley, Norwich, which was opened as part of the 150th anniversary celebrations in 1973.

But although mustard is the bedrock upon which Colman's fame and fortune has been built, there have always been other products. In the very beginning, flour was milled alongside the mustard seed, and in the last century Colman's

starch was almost as famous as its mustard. After the move to Carrow, Laundry Blue was introduced. However, it was not until the turn of the century that any serious diversification took place.

A major move was made in 1903 when Colman's took over the oldest manufacturing business in London, Keen Robinson and Co Ltd, and in acquiring the mustard business they also became the owners of the leading infant and invalid food makers of the day. Keen & Sons had started milling mustard at Garlick Hill in London in 1742 and in 1862 had amalgamated with Robinson & Belville who, in 1823, had commenced the manufacture of their famous Patent Barley and Patent Groats.

Barley water

These and other foods were also supplied to the army in the Crimean War but, equally important, the Patent Barley was used in a process said to produce "barley water and water gruel of a very superior quality in a very few minutes." It was from this use of the product that in 1936 the firm was prompted to launch Robinson's Lemon Barley Water. This in turn has led to the wide range of whole fruit drinks, marketed under the Robinson's brand name, which are brand leaders in the UK.

Whilst Patent Barley and Patent Groats remained as one of the leading infant

foods, an off-shoot from oat milling produced the launch in 1919 of rolled oats or porridge oats under the name of Waverley Oats. Over the years this underwent changes in the interests of quicker cooking and in due course was renamed Three Bears Oats.

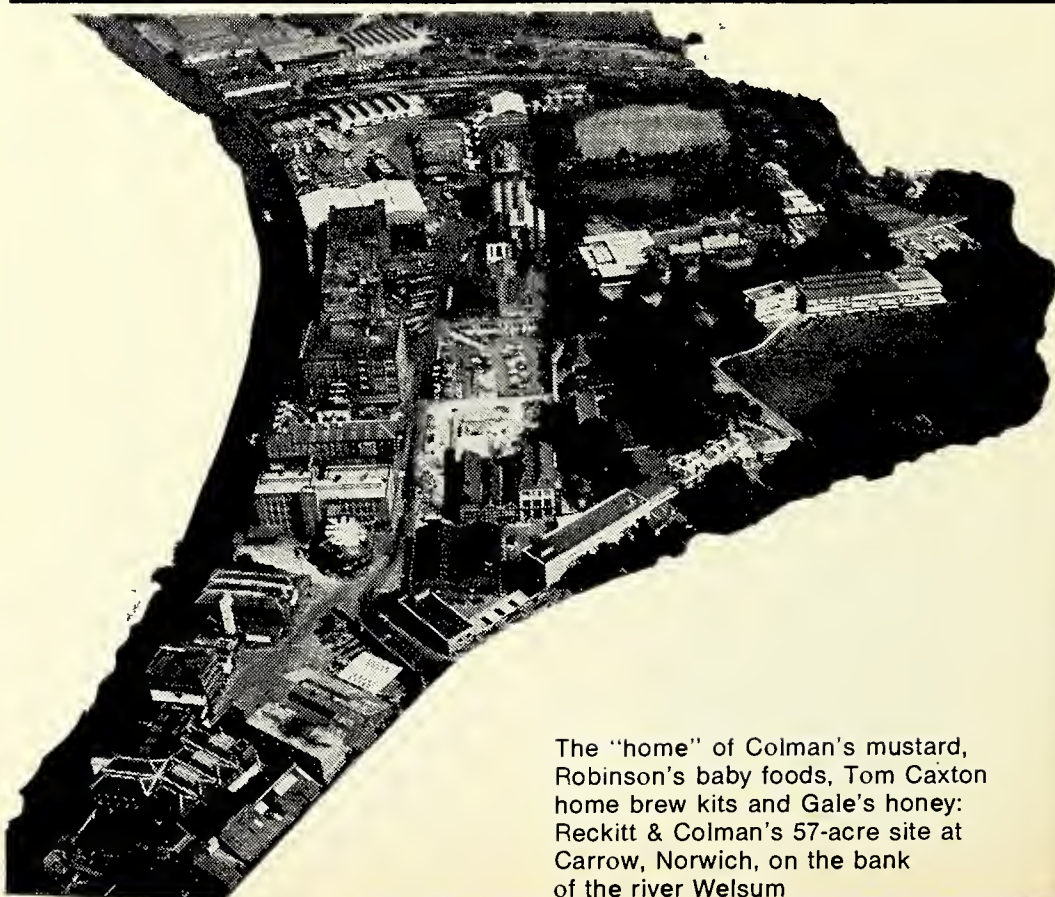
In 1922, a newcomer to the baby foods range appeared under the name of Almata. This was a "complete" infant food which meant that it only required mixing with water to provide a baby with all its nutritive requirements during the first months of its life. It differed from other baby foods then on the market in that it was not milk based, but instead was composed of such ingredients as butter, eggs, sugar and fruit juice. Its career as a prestige product ran for nearly 20 years before becoming a victim of World War II.

Dinners and sweets

Shortly after the war a pre-cooked cereal called Robrex was launched followed by Robinson's Baby Rice and Robinson's High Protein Cereal. In 1951 savoury dinners and sweets were launched under the name of Robsoup and Rob-sweet but these were superseded in 1964 by the Robinson's Instant Baby Foods of which, in 1975, there are 30 varieties.

The number of famous names that now come under the Colman Foods banner is equally impressive. In a building not 50 yards from where mustard is produced, Gales Honey is bottled, labelled and packaged. Also produced on the Carrow site is Tom Caxton, the leading proprietary brand of home brew kit on the market since Colman's backed them in 1971.

With the amalgamation in 1954 with Reckitts to form the Reckitt and Colman Company—though an association between the two companies had started as far back as 1913—a multi-national concern was born, and today Colman Foods' products are manufactured and sold the world over.



The "home" of Colman's mustard, Robinson's baby foods, Tom Caxton home brew kits and Gale's honey: Reckitt & Colman's 57-acre site at Carrow, Norwich, on the bank of the river Wensum

SHOPFITTING

What is trendy in window way's?

by Ian Ballestar

In our constant fight to keep abreast of ever changing conditions, fluctuating prices and general damnability of business today we are often apt to overlook the odd telling fact which may be missing from our presentation methods both in window and shop. Always on the lookout for new display facts to report I am often asked: "What's new in Display?", and I regret to say my answer too often has to be "Precious little".

We must not however forget that in spite of all we have to irritate us, there are always a number of quite clever people working behind the scenes to create new things, new methods, to aid us in our sales drive and it really does behove us to pay attention to what some of these people are doing for us, and perhaps take advantage of some of the ideas they can offer us in our constant effort to interest the public.

A chemist of my acquaintance recently remarked to me in return to a caustic comment I made about his display (I know him very well really) "Most of my customers come to me knowing exactly what they want, so why should I go to a lot of trouble of making promotions in a window when nobody ever looks in that window?" My reply was "Don't you think they might look more often if you did something interesting more often?" Of course we both laughed, but I fancy I got him thinking for recently as I passed by I noticed him busily making a new show. People will not stop to look at something which they already know by heart, and unless the display changes pretty frequently and shows some signs of appreciating modern trends, it will rapidly become a mere landmark. As you know everybody accepts landmarks but nobody looks at them.

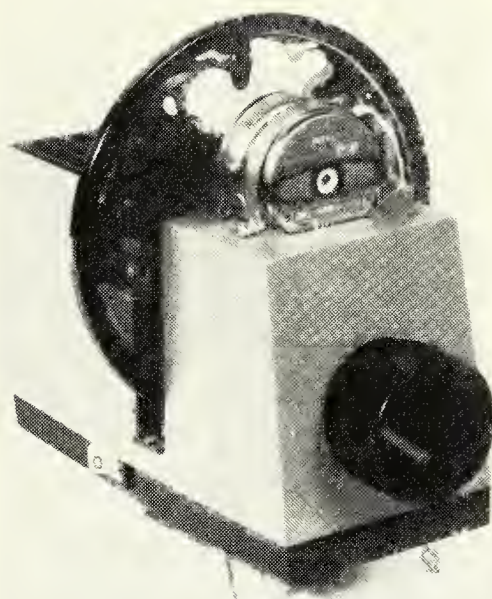
Is it outdated?

What can we do to make our displays look different? For one thing we should see that our display equipment is not hopelessly outdated as it often is.

The best way to keep up with the trends in display is to visit the trade exhibitions such as Intershop, which took place in May, and Shopex which is due to appear in October (see p242).

There have been, or will be, on show at the exhibitions many useful devices which are definite aids to selling. The "mushroom" type cases with a semi-spherical top can be used for the more expensive perfumery and cosmetics. Some of the cases being provided with a small central turntable also give animation.

On that subject great strides have been made by the R.T. Display Systems Ltd.



One of the Plusjector range of projectors which provides psychedelic lighting effects. The unit can be used as a simple and inexpensive method of providing exciting lighting effects to certain parts of the shop. Particulars from Paul Plus Ltd, Hempstalls Lane, Newcastle, Staffs ST5 0SW.

5 Chelsea Manor Studios, Flood Street, London SW3. This firm handles glass display systems eminently suitable for the pharmacy or the perfumery department. One example is illustrated at right.

This elegant structure among others is easily put together by using the simple clips provided and the "radiused" glass enables us to achieve the graceful round effects shown. There are quite a number of other ways of assembling this clever equipment.

CHEMIST AND DRUGGIST in its last shopfitting number (April 12, p 494), briefly referred to a new development for reducing window spoilage. As was recorded 3M United Kingdom Ltd, 380 Harrow Road, London W9, have introduced Scotchmist shop window film which appears to be extremely effective not only in excluding the ultraviolet rays, but also reducing the temperature level in the shop window as well as acting as a shatter reducing agent in the event of some perfume hungry thug hurling a brick through the glass. Obviously it cannot save the glass but it can prevent it flying and making things easier for the thief. The manufacturers claim for the film a life expectancy of 10 years. Installation is by special agents and maintenance is by ordinary washing.

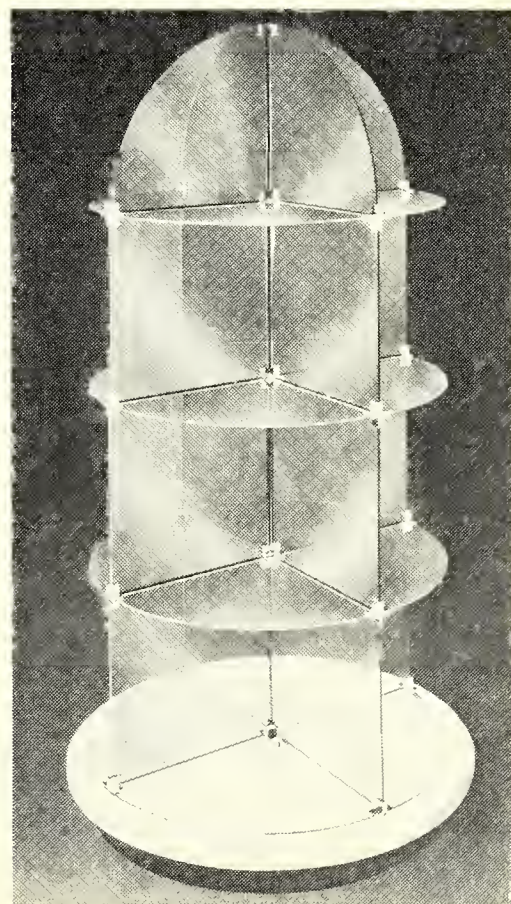
If your lighting system has not been

overhauled recently now is the time to examine it carefully. Are there any frayed cables? any rusty lamp galleries which could be holding the reflectors insecurely? Indeed are there any fluorescent tubes that have far outlived their proper span of life and are not giving you value in illumination for current consumed? If the lamps get too old they only give part of their proper output of light and that is sheer waste of money.

But even when we are all well equipped with lighting there are many subtle effects that can be introduced to attract the passing public as opposed to that section of our clientele which marches in (and out again) with a NHS prescription. Often enough the latter provide the "bread and butter" sales, but a little "jam" doesn't hurt sometimes. A really well dressed perfumery window can be an immense attraction especially if some special medium is used from time to time. I have in mind a rather gorgeous device in which a myriad threads of fine glass fibre emerge and spread from a central unit, looking like a fountain. The technical name for this device is the fibre optic lantern. Although no longer new—C&D referred to one make in the shopfitting number May 26, 1973, p701—I feel impelled to mention it just because it is so attractive. One of the makers also provide other apparatus such as a tiny projector which takes cassettes which can be used in even a small window. This device will project moving coloured patterns on the window background.

The merchandise in a chemist's shop is one of the most difficult to handle from the display standpoint, yet some fine displays can be seen. What is to be done about the mediocre and even bad ones? It's up to YOU.

A circular base is provided with this showcase from R.T. Display Systems Ltd. It can then be mounted on a suitable turntable if required

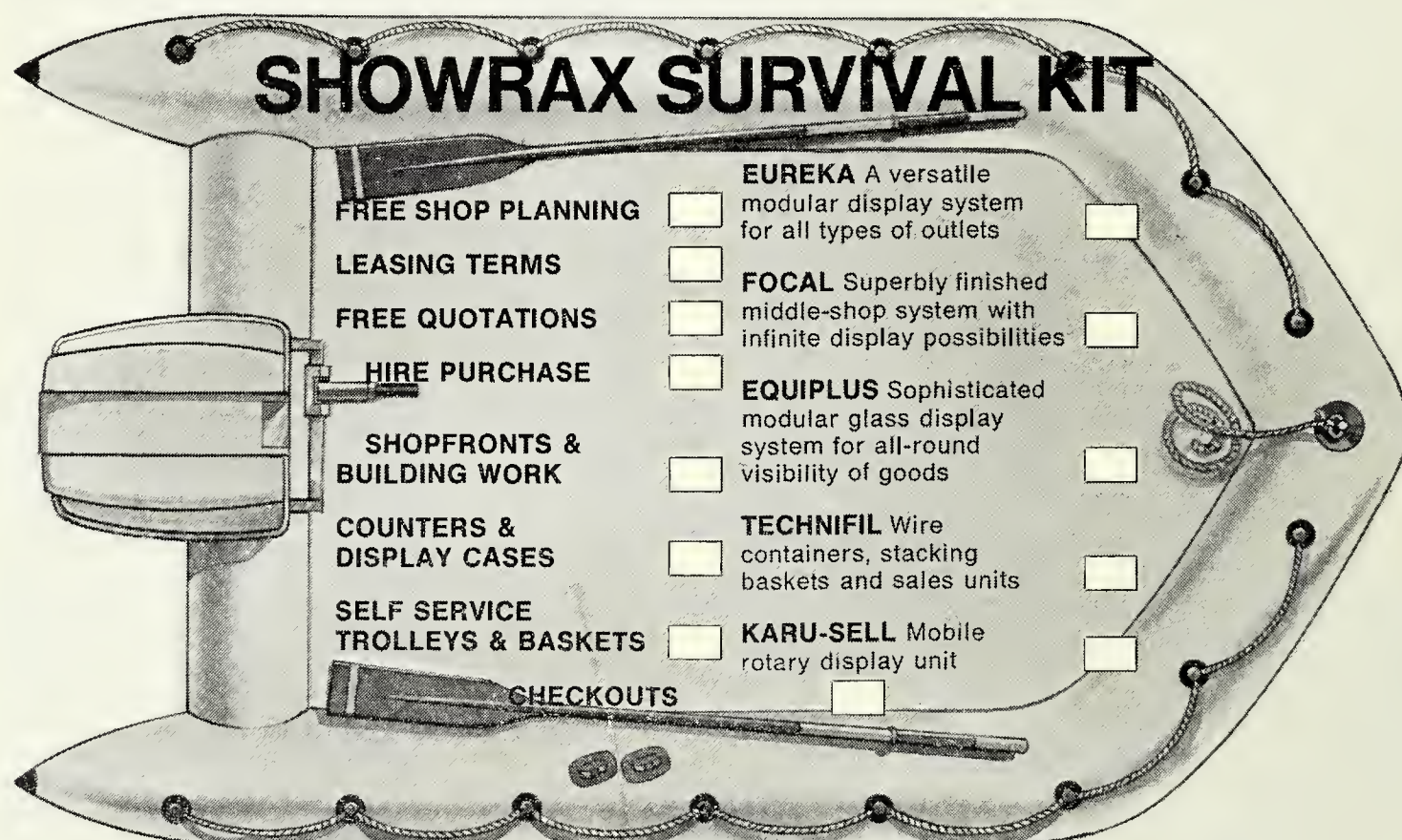


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SHOPFITTING

Colour and light emphasised in new West-end pharmacy

As the number of pharmacy closures continue to exceed the number of those opening it makes a refreshing change to be able to report on one which has been opened especially when it is one belonging to an independent company and in an area which is almost the exclusive reserve of the multiples, London's West End. As the title under which the business is conducted suggests, Rami (Cosmetics) Ltd, the sales emphasis is on cosmetics although other goods normally associated with a chemist's shop are not neglected.

The principal, Mr M. G. Kanani, when he took the lease of the premises at 46 Baker Street, had only an empty shell but he had a clear idea of what he wanted it to become. His views were passed to Fyne Storefitters Ltd, 14 Mimram Road, Hertford, to whom a contract for a whole package deal was awarded.

The shopfront was constructed of silver anodised aluminium and fitted with armour-plate glass swing doors.

Agencies

The left hand wall of the shop carries a series of show cases each of which holds the stocks of most of the well known franchise cosmetic houses. The owner at first had difficulty in acquiring the agencies but when they saw that they would have the exclusive use of a case for their stock and in a setting rarely matched elsewhere,

The glass showcases on the left hand wall hold stocks of most of the well-known franchise cosmetics—a separate case for each market. The battery of spotlights distributed along the length of the sales area are mostly used in winter

they "began falling over themselves to be in", Mr Kanani states. Along the right hand wall are sections of shelving containing products for foot-care, men's toiletries and slimmers' aids. Gondolas down the centre of the shop offer self-selection facilities for soaps, colognes, bath preparations, deodorants, baby-care products and hair sprays.

'Brightest in West End'

A colourful sales area has been achieved by the use of a blue carpet with matching colour on the walls above the pelmeted show cases and shelves. So far as lighting is concerned, the owner claims the shop must be one of the brightest in the West End. There is a battery of 30 large spot lights along the length of the sales area. They are switched on mainly in winter. For more general use there are diffused ceiling lights.

Beyond the 1,600 sq ft sales area is the 400-sq ft dispensary. It is regular in shape and incorporates specialised fittings such as space and labour-saving "dispense-masters", adequate benching and cupboard units. From it there is a view of the sales area through a large panel. Stock storage is achieved by the use of Dexion racking from floor to ceiling.

Because of the shop's position within the precinct of a large multi-storey building, rigid fire precautions had to be observed. A sprinkler system and fireproof

suspended ceiling were installed. Nevertheless, the net result is an attractive and practical pharmacy.

The whole of the work was carried out within a period of six weeks from the receipt of the contract. At least eight independent subcontractors were employed and had to be supervised by the main contractors who also had to negotiate and obtain approval for the work from at least six local authorities.



A compact fitting designed to present small, lightweight merchandise at differing levels. Known as Gambit 3, the units are produced in satin finished aluminium (pale gold or silver). The metalwork folds flat and the unit slips neatly into a tailor-made carton, making it ideal for easy distribution. (Marler Haley ExpoSystems Ltd, 7 High Street, Barnet, Herts EN5 5UF).

Fife pharmacy gets more selling space

An attractive modernisation and extension programme was completed recently at the pharmacy of Mr J. Rutherford, 56 High Street, Kirkcaldy, Fife. Mr Rutherford has had his premises extensively altered to give the maximum space for the display of his wide selection of cosmetics, perfumes, toiletries, medical and surgical requisites, etc.

The shop area itself has been widened by adding on what was once the neighbouring close and stair-well, and the ceiling height has been lowered, with new lighting panels incorporated in it. The two storeys above have also been modernised, and refitted into storerooms, offices, and a comfortable staff room.

Mr Rutherford, who has been in business in the town since 1962, said: "This has been a major structural alteration which has given me more than twice the sales area that I had previously. We have managed to keep business going as usual during alterations."

The cleaning system is by Vacuflor: a cleaning extension tube plugs directly into one of the four wall outlets throughout the shop.

The premises are decorated in tangerine and ochre shades, colourful but practical carpet tiles throughout, and modern glass and white laminate display fittings.



SHOPFITTING

Pre viewing SHOPEX 75

Shopfitting systems, shelving units, cash registers, ticketing devices, security systems, display equipment, showcard printers, furniture, lighting, wallcoverings and refrigeration: all will be featured at Shopex 75, the display equipment and shopfitting exhibition to be held at Brighton, October 26-29.

Now established as a regular annual event in Brighton—this year's Shopex exhibition, with around 120 companies taking part, promises to offer the most comprehensive display yet.

Among products being shown for the first time is a new range of showcases, counters and tables by Aluminium Systems Ltd, Broadfield Road, Sheffield S8 0XU. The Sheffield Instant showcase is based on the company's Arrofix system, a three-dimensional lock-together unit which permits designers to produce imaginative aluminium framed products without welding or screws. All units have rounded corners and, it is claimed, can be assembled within 30 minutes from kit form. Alternatively stock lengths are available from which units of any size can be constructed.

Storage-display system

Continuing the theme of storage-display systems will be the exhibits of Arrow Wire Products Ltd, 15 Boulton Road, Reading. Following extensive research into the demands of retail outlets for an alternative and supplementary service to the high cost of major shopfittings, Arrow Wire are launching at Shopex a new standard range of units designed specifically to be installed in those positions which have become "lost" sales areas. Bema Display, 14c Vine Mews, Evesham, Worcs, are to include their Rondo shopfitting system of shelving, while the stand of Elbro will feature interchangeable notice boards and charting equipment for the exterior of buildings and shop fronts. Regular exhibitors Lonsto (International) Ltd, 1 Princes Lane, London N10 3LU, are showing their complete range of serving and receipting systems, already established in chemists' and hospital dispensaries.

Associated light fittings and ventilating diffusers will again be in evidence. Metaflex Ltd, 107 Queen Street, Maidenhead, will aim to show how light fittings can be integrated into aluminium or louver-screen ceilings and facades together with ventilating diffusers to produce a final effect which is both uniform and economical.

The main concern of Oldham Signs, Cross Green Approach, Leeds LS9 0RJ, is with the exterior of shops and how to attract the attention of passers-by. For

this purpose they use illuminated and non-illuminated signs constructed from many materials—including acrylic, aluminium, sheet metal and stainless steel—and their stand at Brighton will illustrate, along with a slide presentation, a wide variety of examples of how to make the most of shop fronts.

Interior display

Turning to interior display, Rudic Products, Moorside Road, Winnall Trading Estate, Winchester, will be showing their 28½-in high pyramid display unit. Plastic coated in a choice of six colours, the unit is said to be suitable for small items which do not always catch the eye, eg soap, shampoo, toothpaste, cosmetics, etc. Also on view will be Rudic's tumble display units, both over 5ft in height, and

their 8in or 11in shelves window unit which can be used with the retailer's own shelving to any length and up to a height of 36in.

With space at a premium, many retail outlets may find the Profit Tree selling system of Turner Whitehead Ltd, 65 Bermondsey Street, London SE1, interesting. This stable metal merchandiser is available either as a counter, wall or island unit and can carry any number of products within different categories: wearing apparel, toilet accessories, hot water bottles, etc. The items are packed in see-through plastic bags with snap-close handles which are then hung on the arms of the merchandiser. The saving in space can be seen in the fact that an island unit,

Continued on p245

Amsterdam shop fitted out from Britain in a week

Thanks and congratulations for the speed in which they satisfactorily completed the fitting out of a drug store in Amsterdam have been received by Olney Bros Ltd, Berkhamsted, Herts, from the owner, Mr Schrijver.

As mentioned previously (C&D, April 12, p493), Olney Bros who had formed a subsidiary company in Breda, Holland, exhibited for the first time at Euroshop: As a result an order was placed with them the contract being completed within seven days and within 21 days of the order being placed.

Mr Schrijver has since reported an increase of above 200 per cent in turnover despite the fact that the premises are only 20 yards from his original site and only 50 per cent larger in size.

The lighting is a mixture of fluorescent and tungsten spots (some of which are on an adjustable track-line) to soften the overall effect.

Olney's basic Interplan system was modified to suit the environment required for European tastes with emphasis on bright colour contrasts. Although the site chosen by Mr Schrijver was small the overall effect has been one of spaciousness (as illustrated below).

A comprehensive range of perfumery, cosmetics, toiletries, pharmaceuticals and

gifts are arranged on adjustable glass and laminate shelves but where necessary in glass showcases, with deep coloured and shaped illuminated pelmets at the top of each module.

Mid-shop equipment is sited to invite customer flow, in and around the various items displayed. Above the units a contrasting coloured wall backing has been fixed to harmonise with the fittings and conceal the poor state of the existing walls. The false ceiling is one of 2ft x 4ft modules in light weight grid work giving an "intimate and secure feel" to the premises. The ceiling also conceals numerous faults to the existing main ceiling together with an old central heating system which is now incorporated with ducting and grills.

Two special counters were manufactured by the contractors to display a large selection of liquorice, specialities peculiar to Holland. These have been sited to the rear where cash and wrap facilities have been placed.

The final touch was made with orange coloured carpet squares loose laid for easy cleaning and rearranging.

Emphasis has been placed on assisted service and personal contact with the customer directly contrasting with the supermarket style.

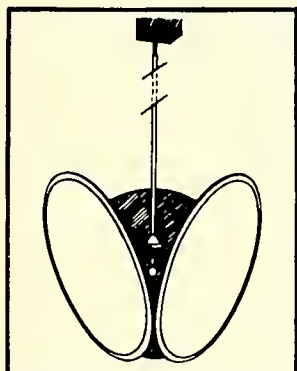


RETAILERS!

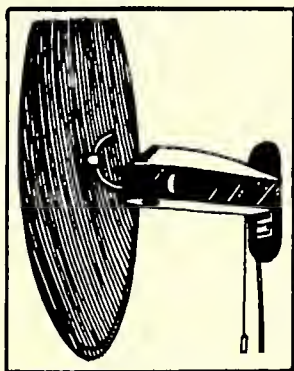
-cut your losses.

WITH VOLUMATIC SECURITY PRODUCTS

ANTI-SHOPLIFTING MIRRORS THAT MOVE



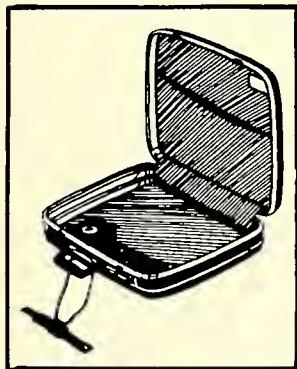
Ceiling Mounted Deterrent Unit



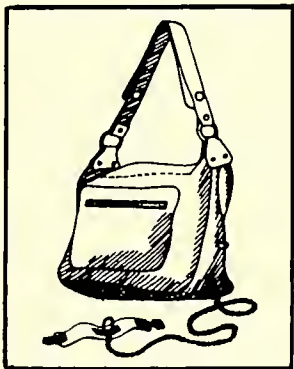
Security Scanning Arm

The ultimate shoplifting deterrent — convex wide angle mirrors that move. The **Volumatic Security Scanning Arm** — an electrically driven arm onto which convex mirrors can be mounted. Moves the mirror in a 120° sweep every 20 seconds. The **Volumatic Ceiling Mounted Deterrent Unit** — ceiling mounted tube with three convex mirrors, driven in a circular motion by an electric motor. Static **Volumatic orange 'halo' trim convex mirrors** are an effective method of pilferage control. Three diameter sizes, 16 in., 24 in., 34 in.; tough glass fibre backing. And for tight corners, the **Volumatic Slimview mirror**. Oblong, it measures 24 in. wide by 16 in. deep. **Volumatic Two-Way Observation Mirrors** give discreet surveillance of high pilferage risk areas. Available clear or with Venetian silverstrip.

CASH CARRYING CASES THAT MAKE THEFT A DIRTY BUSINESS



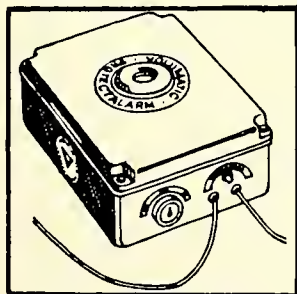
Cash Carrying Case



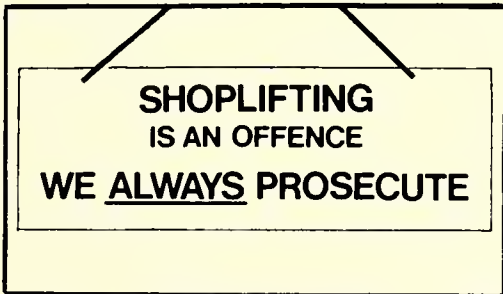
Cash Carrying Bag

Volumatic Cash Carrying Cases when snatched from the carrier, sound an ear piercing audible alarm and send off clouds of dense orange smoke. The cash is stained and made useless to the thief and the carrier is protected by a year's free insurance. It's a foolproof way to carry cash. Available in three sizes. Also available ladies' style hand/shoulder **Cash Carrying Bag** and in-store cash collection case with many new features.

ALARMS & OTHER PROFIT PROTECTION AIDS



Protectalarm



Stoplifters

Volumatic Loop Alarm Systems — an entirely new range of battery operated, audible loop alarms that provide an unbeatable method of preventing the theft of merchandise on open display. Applications in all types of non-food retailing. **Volumatic Emergency Alarm** — portable audible alarm for floor or wall mounting: 'press to sound', 'press to silence' operation with ear piercing signal. Ideal theft, fire or bomb warning. **Volumatic Stoplifters** — bright orange signs for hanging in sales areas. Each carries anti-pilferage slogan on either side that deters the pilferer. Orange acrylic with black lettering. Suspended with chrome chain. Dimensions: 36 in. wide by 12 in. deep (91 cms. by 30 cms.). Low in cost. Choice of slogans. **Volumatic Bomb Blanket** — contains the blast from home-made bombs. Already in use by department stores and some public utilities.

All VOLUMATIC products are backed by a one year written guarantee.
SOLVE YOUR SECURITY PROBLEMS NOW — SEND FOR LITERATURE

For immediate attention quote reference No.: 'CD'

TODAY!



Volumatic Limited

Department 'CD'
 Taurus House
 Kingfield Road
 Coventry CV6 5AS England
 Telephone (0203) 84217/8/9

**-leaders in
 RETAIL
 SECURITY!**

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Over 100 top manufacturers covering every aspect of efficient retailing will show at this event.

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Crown House Morden Surrey SM4 5EB

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Please send Conference details.

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Company

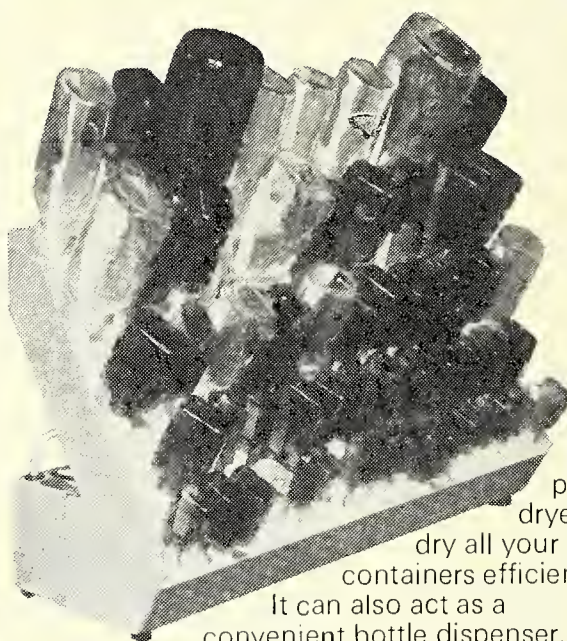
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It can also act as a convenient bottle dispenser.

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Nelldorn Ltd., 11 Onslow Road, Richmond, Surrey

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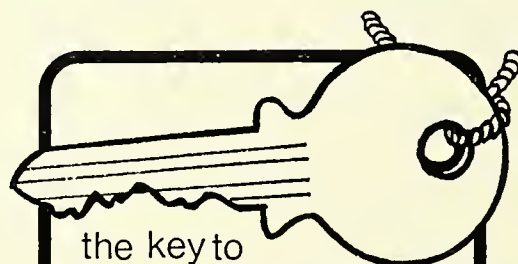
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☎ 5417-9

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SHOPFITTING

Tighting up Security

A unique method of overcoming the relatively high cost of conventional closed circuit television surveillance for shops and other public places, has been introduced by Movalarm Ltd, Wakenham House, Bourne End, Bucks.

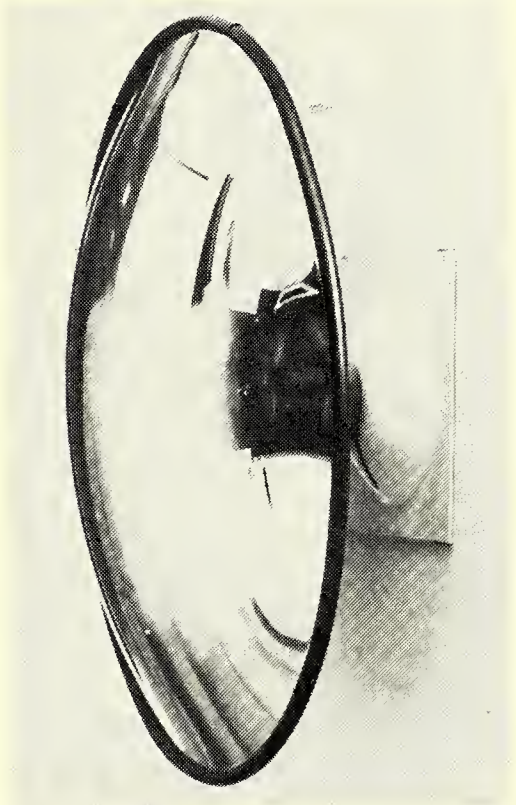
The method is a "dummy" camera which comes complete for only £35. Intended as an aid to deter shoplifting and pilfering, the camera, although slightly smaller than a normal camera, is designed as an authentic looking television camera that the general public would recognise as such. Trials conducted by Movalarm show there is adequate proof that these cameras have a marked deterrent effect on impulse stealing.

Manufactured in steel with a vinyl crackle finish, the "camera" is mounted on a motorised random panning head and runs off the mains with minimal current consumption. It is designed for simple wall mounting and gives the overall appearance of a "live television camera", complete with indicator lights. The panning motion can be switched off, and the

camera then used to "look at" a specific area such as a "cash till" position or a doorway. The unit is guaranteed for 12 months and is supplied complete with two public warning notices, mains lead, mock video cables, and fitting instructions.

Security mirror at £2.50

Although low-priced, the Aidap convex security mirror will provide efficient in-store pilferage protection according to the makers. The price (£2.50) has been made possible because of the use of a new



plasticised mirror material—Intraflex—together with the adoption of vacuum forming techniques in the manufacture of the main components, including the mirror itself. Furthermore, "the unit is" virtually unbreakable and extremely simple to assemble and affix involving merely peeling off the adhesive covering on the adjustable backing plate and pressing the unit in place on the wall. It is available at present in one size only—292 mm diameter. (Aidap Marketing Ltd, 110 High Street, Staines).

Fire exit security

Fire exits are a legal necessity, but also an open invitation for use by thieves. The Detex exit control lock is designed to provide security at such exits, which to comply with emergency regulations must remain "open" from the inside at all times, and are thus particularly liable to be used as a means of entry and/or escape by intruders. The locks combine an immediate release emergency exit device and a local audible alarm in one self-contained unit; thus satisfying local fire officers and providing essential security. Entry is barred from outside by a sturdy dead bolt lock and inside a loud alarm will sound if the panic bar is pressed and the door opened. Further information is available from SESCO (Security) Ltd, Jubilee Works, Chapel Road, Hounslow, Middlesex TW3 1TX.

Curbing false alarms

To help combat the false alarm rate due to incorrect setting of burglar alarms by the user, Chubb Alarms Ltd have introduced the CA35 control unit specially designed to suit shop assistants. A compact, locked, steel case houses the circuitry, power supplies and signalling systems and it is from here that the user controls the system. The makers claim that one of the advantages of the unit is the isolating facility built into the panel on the face of the case which allows one or two circuits to be isolated, thereby enabling certain areas of the premises, such as stockrooms, to be protected while others allow freedom of movement. Further details can be had from the firm's branches.

'Pop Group' with a difference

A new type of combined display/merchandising system based on a transparent, rigid acrylic sphere, that is claimed by the makers to increase turnover whilst reducing pilferage and has application in both window and in-store displays, has been introduced by the point of purchase division of Volumatic Ltd, Taurus House, Kingfield Road, Coventry.

Called Pop Groups, the system uses a linking principle which joins the spheres in units of three. The standard unit consists of a base perimeter and three tiers of linked spheres with a single sphere at the top.

By stacking the linked units in this way, merchandise loads are transmitted directly through the tough acrylic spheres to the floor. The unit is made stable by a specially designed base perimeter unit which also protects against accidental kicking or scuffing. Each sphere consists

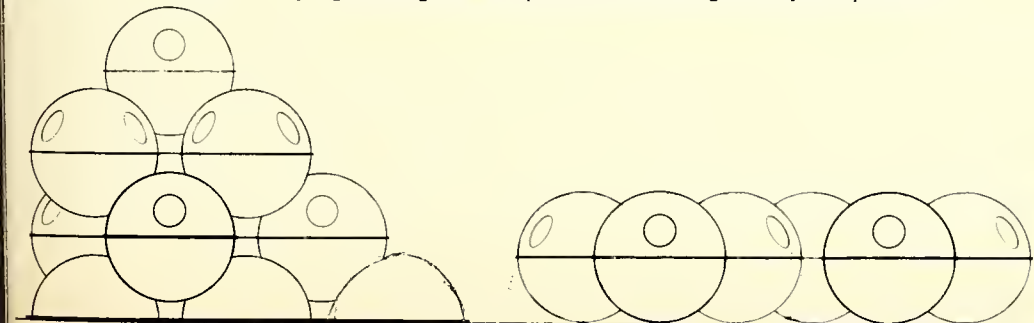
of two halves with four access holes in the top half to give customers access to merchandise.

A variety of merchandise can thus be put on display at one location within the shop and also the size of the display unit can be varied. Displays are simple to install and can be changed quickly for new products.

Of 21in diameter the spheres are also claimed to be easy to move, store and assemble. Volume of the standard unit is 30 cuft and it occupies a floor area of 10 sq. ft. Storage utilisation capacity is two-thirds of the display volume which minimises wasted space and gives a high volume of sales per sq ft of floor area. Overall height of the unit is 6½ft.

Cost of the standard unit is £210 including display card holder; additional card holders are available at extra cost. VAT and carriage are extra.

Artist's impression of varying arrangements possible with rigid acrylic spheres



Shopex 75

Continued from p242

covering only 3½sq ft, can carry about 100 items, and a wall unit, about 6ft long, would be able to accommodate upwards of 130 articles.

Conference

Every year at Shopex there is a one-day conference on an important aspect of retail management, and this year's theme will be "The Retail Investment for the Future." Taking place throughout Tuesday, October 28, the conference will be attended by about 100 delegates representing leading retail companies. Papers already confirmed include "The Future Retail Investment" and "The Retail Environment". Papers will be followed by an open forum session in which a panel of six experts will lead a discussion on points raised.

Letters

Oral contraceptives loss

Prior to July 1, I was dispensing the "pill" mainly on private prescriptions, most of which were repeatable up to six or more times. Taking Norinyl-1 as an average, six packs at £0.44 gave me a total profit of £0.90. Now, I find myself issuing the same six at one time on FP10s, giving me a "profit" of £0.40 dispensing, plus approximately 10 per cent on-cost, £0.18, totalling £0.58. Additionally, I now miss the regular monthly visits, some of which resulted in additional sales. Furthermore, I now have to stock approximately three times the number of packs than hitherto, as all six are received simultaneously, whereas previously they were purchased mainly one at a time, so my outlay on stock has increased and my profit reduced. How did our negotiators allow themselves to accept this situation?

M. Mandleberg
London NW7

[The circular FPN76 states that the £0.40 fee "is a temporary measure which will be reviewed in due course in the light of growth in the amount of contraceptive dispensing"—Editor.]

Get in balance

There are times when I think pharmacy develops a race of individuals who are narrow and restricted in outlook. "Another Nobby" (*C&D*, August 9, p197) appears not to look forward in the hope of developing and broadening the profession for the public good. He wants to stay in the past.

Surely the advances gained by one sector of the profession should reflect advantageously on the remainder. He apparently begrudges the recognition of the hospital, area and regional pharmacists as professionals. He does not disclose his activity but I say to retailers—"Come on, let's get moving, we have been overtaken—fight back!" There is no real advantage to pharmacy if one small group is "out of balance" with the remainder of the profession. The fear I have is that the integrated hospital NHS is being built-up to take over the NHS dispensing. There's the rub. There's the problem—not salary levels or bureaucratic mushrooms.

Employee

More bureaucrats

I would like to add support to "Another Nobby" for his letter. I am a principal hospital pharmacist (and many other such people share my view) who wonders if the area level of administrators is necessary because as yet I cannot see any benefit—only another bureaucrat on my back.

Few if any of my problems have been solved or eased. My staff pharmacist

situation is still as bad as ever. The service to the patient would generally deteriorate if I obeyed some of the misguided directions which appear.

The idea that pharmacists have a voice in these "higher levels" is a figment of the imagination generally, as evidenced by some of the draughts of the Medicines Inspectorate which periodically appear.

I am told no money is available for modest pieces of equipment to do useful work and solve a working day problem. Yet I see a vast area and blocks of offices, secretaries and electric typewriters going in by the score, none of which has done anything useful for my problems. I feel "Parkinson's Law" has been exploited to the full by these empire builders.

No Sir, the administration structure is an overrated, overpaid pastime of many people who would be better off doing something useful at a practical level. I should be pleased to remain anonymous so as not to embarrass my colleagues.

Disillusioned

'Family differences'

I must apologise for using your journal as a sort of "Clarks' convenience", in which that long nosed family can sort out its differences of opinion. However, after being reprimanded by Mr T. D. Clarke, the Yorkshire regional pharmaceutical officer, (*C&D*, August 16, p219) for snapping at the heels of my colleagues, I have donned pharmaceutical sackcloth and ashes, and with a humble and contrite heart, I congratulate the Yorkshire Region on their pharmaceutical co-operation.

Speaking as a Yorkshireman, I had no idea that any chance remark of mine could be misunderstood in the homeland, and I rush to assure all my colleagues that my one wish is to work for the good of pharmacy, and of the patients, and to produce results in the shortest possible time. I do not know how your anonymous correspondent "Another Nobby" will feel about all this but if he takes my advice he will keep his long nose out of it.

John S. Clarke
Weston-super-Mare

Retail association

In recent months there has been a great deal of discussion in the pharmaceutical Press about the merits of a trade union for retail pharmacists, both employer and employee. This is in the light of the spectacular successes gained for hospital pharmacists since their Guild of Hospital Pharmacists joined the Association of Scientific, Technical and Managerial Staffs.

I have just started an "association of General Practice Pharmacists" with the object of improving the manager's salary to a professional and merited £5,000 pa. My aims also include stopping grocers, supermarkets and drug stores from selling medicines, and make this the sole prerogative of pharmacists. In this way money will be put into the pockets of owner pharmacists, and employee pharmacists. My association is a non-political part of ASTMS. Any readers interested should contact me at the address below.

Geraint Davies
23 Wordsworth Drive
Sutton, Surrey

Inquiry sought

Regarding your report "Society's inspector acted as agent provocateur" (*C&D*, August 9, p182). In view of the serious nature of the report I submit that a full inquiry be held at once and the results thereof be made known.

J. J. Walden
Wembley

Plymouth branch appeal

Some few years ago many ex-Plymouth pharmacists, students and West Country firms having pharmaceutical connections with Plymouth subscribed to present the branch with a chairman's gold chain of office. Unfortunately time has passed and the chain now needs resetting but due to inflation the cost will be more than the original for the chain. Hence again the branch appeals for donations to the expense incurred. No matter how small the amount given it will be welcomed but we would ask in these days of heavy postal charges that the clearance of cheques be accepted as proof of receipt and also if there should be any surplus it may be given to the Benevolent Fund. Please make donations to the "Chairman's Chain Fund".

Mervyn Madge
secretary, Plymouth branch
Pharmaceutical Society
1 Saltburn Road
St. Budeaux, Plymouth

News in brief

□ The Oxfordshire Community Health Council is hoping to open a "help-yourself health shop" in Oxford city centre, to give advice to the public on NHS matters.

□ The retail price index for all items during July was 138.5 (January 1974 = 100), a rise of 1 per cent from June and 26.3 per cent over the year.

□ A special general meeting of the Pharmaceutical Society on Wednesday approved the sale of certain properties in York Place, Edinburgh, part of the Society's benevolent fund investments.

□ The Government last week told the multiple food retailers that a wage settlement for 120,000 supermarket staff contravened counter-inflation proposals. Under the wage agreement, Union of Shop, Distributive and Allied Workers members would have received at least £3.45 a week extra, but the Government objected that it followed only 9 months after a previous award had been granted.

□ The Regulations to require both imperial and metric quantity markings on most prepacked goods by 1980 (last week p208) have now been published. The Regulations—the Weights and Measures (Marking of Goods and Abbreviations of Units) Regulations 1975 (HM Stationery Office, SI No 1319, £0.18)—however allow that in the case of perfumes and toile preparations other than soap, the markings could be in metric or imperial units or both.

Company News

Sangers seek more cash to diversify

Sangers Ltd, in future to be known as Sangers Group Ltd, are to raise £1.04m by means of a rights issue of one new Ordinary share of 25p for every three Ordinary stock units held. The price of the new shares will be 50p per share—5p payable on acceptance.

Announcing this at the annual meeting last week, the chairman, Mr H. T. Nicholson, said the additional equity would allow the company to invest in business opportunities outside the wholesale pharmaceutical business.

In the five months since the new financial year began sales were £26.5m against £22.3m in the comparable period last year. He hoped to say more of the company's diversification plans at next year's meeting. Meanwhile the group intended to expand exclusive agencies.

For the current year the directors estimate pre-tax consolidated profits of £1.3m against £916,000 for last year. Dividend should be unchanged and paid on the increased capital. There will be interim and final payments made instead of the one only payment in the past.

Dow-Lepetit integration in Europe

Dow-Lepetit business is to be fully integrated into the Dow Chemical Co's global organisation. Mediterranean and European areas will be combined as part of Dow Chemical Europe, headquartered in Horgen, Switzerland. Latin American, Pacific and Canadian areas will report to the respective Dow area manager. Bioscience Enterprises (diagnostic service) and consumer products become part of Dow Chemical USA.

Dow-Lepetit global functions of research and development, medical licensing, patents and quality assurance will be managed by Mr M. Barbour, who will also serve as European business development manager. Lepetit management in Europe will be integrated with the management of Dow Chemical Europe but legal identities of national subsidiaries will be maintained, say the company.

Roche transfer chemical department

The chemical marketing department of Roche Products Ltd is moving to Dunstable, Beds. An extensive modern site was acquired towards the end of 1974 on the northern side of Dunstable on the main A5 road. The new facilities consist of 45,000sq ft of warehousing space and a two-storey office block. The chemicals division transferred warehousing and distribution to this new site in November last year, and the members of the market-



Roche Products Ltd's new Dunstable store for chemicals

ing staff will be housed in the new offices from August 26. Mr Rufus Sims, as manager of the Dunstable operation, will be responsible for the marketing, warehousing, and distribution of the company's bulk vitamins, carotenoids and other fine chemical products. The address of the division is 318 High Street North, Dunstable, Beds LU6 1BG (telephone: Dunstable (0582) 605961).

Briefly

Revertex Chemicals Ltd, is the newly adopted trading title of Revertex Holdings Ltd as from August 11.

Sperry Remington's business machines systems are to operate from 35 Station Road, Wood Green, London N22, from September 1 (telephone: 01-888 1255).

Unilever NV are to acquire the total issued share capital of Pierre Robert AB, a Swedish company producing and marketing toilet preparations. They employ 300 people.

Advertiser's announcement

Appointments

Alembic Products Ltd have appointed Dr Peter Nayler their technical manager.

Roure Bertrand Dupont Ltd have appointed Mr M. F. Landon their UK technical services manager.

KabiVitrum Ltd have appointed Dr Allan Lauder, MA, MB, CLB, LLB, their medical adviser.

Wellcome Foundation Ltd: Mr A. D. Rushbrook, BA, European liaison officer for the group in London, has been seconded to Monaco for approximately 16 months. He will assist Dr A. Ralph, *president directeur general* of the Foundation's Franco-Monegasque group of companies.

Litton Business Systems Ltd: George J. Mackenzie has been appointed chief executive and managing director of the company with responsibility for the general management of the Sweda International organisation within the United Kingdom and Eire.

SANGERS LIMITED

(Wholesale Chemists)

Future faced with Confidence

Highlights from the Statement
by the Chairman, Mr. H. T. Nicholson

- ★ Turnover increased by £8 million in a year of difficult trading conditions.
- ★ Dividend held at 4.8014p per stock unit in spite of reduced profits.
- ★ Three unprofitable branches closed and new ones opened at Preston and Gravesend.
- ★ Reorganisation to lay groundwork for future expansion.
- ★ We are dealing in essential products, the demand for which can never be reduced to any material extent and we anticipate soundly based growth.
- ★ Our liquid position is strong and the Group's underlying profitability is solidly based. We face the future realistically but with confidence.
- ★ Results for the current year should be materially better than last year.

SALIENT FIGURES FROM THE ACCOUNTS

Year ended 28 February	1975	1974
	£	£
Turnover	55,425,000	47,598,000
Profit before Tax	916,000	1,466,000
Profit after Tax	412,000	802,000
Dividend per Ordinary Stock Unit	4.8014p	4.8014p
Earnings per Ordinary Stock Unit	6.10p	12.42p

At the Annual General Meeting on 14th August, the name of the Company was changed to **The Sangers Group Limited**. Wholesale Pharmaceutical activities will be carried out by a new subsidiary which takes the original name **Sangers Ltd**.

Market News

Pattern is repeated

London, August 20: The pattern of price movements set last week in which produce of American origin showed increases to take account of the stronger dollar, was repeated during the week. So too was that of new crop offers of botanicals which tended to ease.

Lower were Canada balsam, cascara, tonquin beans, Cape aloes, Cochin ginger, quillaia and senega. Those items marked up included cinnamon quills, dandelion, copaiba and Peru balsams and pepper.

The few movements in essential oils were confined to reductions in Ceylon cinnamon leaf and citronella while petit-grain was up from £4.70 to £5.00 kg on the spot.

Some of the salicylates have firmed up since last quoted.

Pharmaceutical chemicals

Aspirin: 10-ton lots £0.97 kg; 1-ton £1.03.
Bismuth salts: £ per kg.

	under 50-kg	50-kg	250-kg
carbonate	9.18	8.95	8.90
salicylate	7.66	7.45	—
subgallate	8.13	7.90	—
subnitrate	8.33	8.10	8.05

Brucine: Sulphate £45.00 kg.
Butabarbitalone: 50-kg lots £8.07 kg; sodium £8.88.
Butobarbitalone: Less than 100 kg £7.73 kg.
Caffeine: Anhydrous £3.30 kg in 100-kg lots; citrate £2.40 kg (50-kg lots).
Chloral hydrate: 50-kg lots £1 kg.
Choline: (500-kg lots) bitartrate £1.99 kg; dihydrogen citrate £1.50.
Cinchocaine hydrochloride: £52.00 kg.
Citric acid: BP granular hydrous per metric ton. Single deliveries from £581 to £619 as to maker. Anhydrous from £624 to £665. Five-ton contracts £578-£617 and £626-£663 respectively.
Clioquinol: USP XVIII, 500-kg lots £9.88 kg.
Cocaine: Alkaloid £350 kg; hydrochloride £319. Subject to Misuse of Drugs Regulations.
Cyclobarbitone: Calcium £7.71 kg in 25-kg lots.
Dapsone: £4.00 to £6.00 per kg.
Dexamethasone: From £3.50 to £3.80 per g.
Dextromethorphan: £105 per kg in 5-kg lots.
Digoxin: £2.85 per g.
Dimidium bromide: 5-g lots £3.20 g.
Ephedrine: Alkaloid £18.70 kg in 25-kg lots; hydrochloride £15.85; sulphate £17.40.
Hydrocortisone: Acetate and base £295-£395 kg.
Hydrogen peroxide: 35 per cent £200 metric ton.
Hyoscine hydrobromide: £375.50 kg.
Hyoscynamine: Sulphate £82.00 kg in 100-g lots.
Iron and ammonium citrate: Granules £903; scales £990 metric ton.
Iron phosphate: 50-kg lots £553.80 metric ton.
Isoprenaline: 1-kg lots, hydrochloride £36; sulphate £30.
Kaolin: BP natural £95.35 per 1,000 kg; light £102.45 ex-works.
Lignocaine: (25-kg) base £8.27 kg; hydrochloride £7.98.
Lobeline: Hydrochloride £1.20 per g.
Magnesium carbonate: BP per 1,000 kg; heavy from £384-£400; light £305.
Magnesium dihydrogen phosphate: Pure £1.3674 kg in 50-kg lots.
Magnesium hydroxide: (metric ton) BPC light £880; 28 per cent paste £340.
Magnesium oxide: BP per 1,000 kg heavy £1,185; light £880.
Magnesium sulphate: (ex-works, per metric ton) BP from £75 metric ton; commercial £64; exsiccated £196.40.
Magnesium trisilicate: £528 metric ton.
Mercurials: Per kg in 50-kg lots: ammoniated £5.70; oxides—red £6.75 and yellow £6.50; perchloride £4.70; subchloride £6.00; iodide £6.20 in 25-kg lots.
Mersalyl: Acid £20.25 per kg.
Mestranol: £120 kg.
Methadone hydrochloride: Subject to Misuse of Drugs Regulations. £1.33 per 5 g.
Methyl salicylate: £0.78 kg for 5-ton lots; £0.81 for 1-ton.

Methyltestosterone: £220-£330 per kg.
Metol: Photo grade, 50-kg lots £5.23 kg.
Narcotine: Alkaloid and hydrochloride in 25-kg lots £18.20 kg.
Neomycin sulphate: £40.00-£46.00 kg.
Nicotinamide: (per kg) £4.35; 50-kg lots £2.80.
Nicotinic acid: (per kg) £2.80 kg in 50-kg lots.
Nicethynodrel: £190-£230 kg.
Oestradiol benzoate: £600-£750 per kg.
Opiates: (£ per kg) in 1-kg lots. Subject to Misuse of Drugs Regulations.

Codeine	
alkaloid	208.90
hydrochloride	208.90
phosphate	183.40
Diamorphine	
alkaloid	282.90
hydrochloride	258.60
Ethylmorphine	
hydrochloride	234.00
Morphine	
alkaloid	264.70
hydrochloride	216.10
sulphate	216.10

Paracetamol: 50-ton contracts from £2.20 per kg. Premium for direct compression £0.13 kg.
Paraffins: Liquid BP heavy £1.329 gal; light BPC £1.197—for 1 to 5 drum lots; technical white oils WA23, £1.104, WA21, £1.058. Petroleum jelly BP soft white £250.20 ton; yellow from £190 to £240.60.
Penicillin: Potassium, sodium or procaine, sterile, £17-£19 per 1,000 Mu.
Pentobarbitone: £10.06 kg for less than 100-kg lots; sodium £10.87.
Pethidine hydrochloride: From £13.30 to £14.90 kg as to the maker and quantity. Subject to Misuse of Drugs Regulations.
Phenobarbitone: In 50-kg lots £7.45 kg; sodium £8.14.
Quinalbarbitone: 25-kg lots £9.65 kg; sodium £9.65.
Quinine: (Per kg) hydrochloride £91.50; sulphate £90.00, nominal.
Salicylic acid: BP, 5-ton lots £0.89 kg; 1-ton £0.92.

Crude drugs

Aloes: Cape £1.15 kg spot; £1.10, cif. Curacao £1.45 spot.
Balsams: (kg) **Canada:** £16.60 spot; £16, cif for shipment. **Copaiba:** BPC £1.65 spot; £1.55, cif. **Peru:** £4.95 spot; £4.55, cif. **Tolu:** £3.45 spot.
Cascara: £960 metric ton spot; £725, cif, new crop, Sept-Oct.
Cinnamon: (cif) Seychelles bark £325 ton, cif; Ceylon quills 4 O's £0.48 lb.
Dandelion: £900 metric ton spot.
Gentian: Root £1.45 kg spot; £1.40 kg, cif.
Ginger: (ton, cif) Cochin £490; Jamaican No 3 £700; Nigerian split £420, peeled £550.
Langolin: 1,000-kg lots BP grades from £955; cosmetic £1,025; technical £910.
Liquorice root: Chinese £190 metric ton, cif. Russian £225 spot; £190, cif. Black juice £1,130; spray-dried £1,050.
Pepper: (ton) Sarawak black £745 spot; £700, cif; white £950; £910, cif.
Quillaia: £1,270 metric ton spot; £1,250, cif.
Seeds: (metric ton, cif) **Anise:** China star £420 nominal. **Caraway:** Dutch £365. **Celery:** Indian £330. **Coriander:** Moroccan £135. **Cumin:** Indian £525. **Dill:** Indian £175. **Fennel:** Indian new crop £525. **Fenugreek:** £127.
Senega: Canadian £13.50 kg spot; £13, cif.
Squill: Italian spot nominal, £860 metric ton, cif, new crop.
Styrax: £2.75 kg spot; shipment £2.70, cif.
Tonquin beans: £1.05 kg spot; £0.95, cif.

Essential oils

Cinnamon: Ceylon leaf £2 kg spot and cif.
Citronella: Ceylon £1.17 kg spot and cif.
Peppermint: (kg) Arvensis Brazilian £3.80 spot and shipment. Chinese £3.60, cif. American piperata £14-£14.50 as to origin.
Petitgrain: Spot £5 kg; £4.65, cif, nominal.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press but it should be noted that in the present state of the market quotations change frequently.

EEC take more Irish Pharmaceuticals

Irish exports of chemicals and pharmaceuticals in 1974 were £98.7m—68 per cent above the previous year's £58.7m.

According to the Irish Export Board's annual report for 1974 published recently, the medical and pharmaceutical goods exports rose sharply from £22.7m to £36.4m. EEC countries other than the UK imported getting on for double the value of such goods they had in 1973—up from £8.7m to £15.4m—while the UK's imports rose about 20 per cent to £3.6m.

For other similar goods, total exports of essential oils and perfumes more than doubled—up from £2.9m to £7.6m—while the value of organic and inorganic chemicals exported rose £5.4m to £20.4m.

Perfume bottles held less than stated

Guerlain Ltd, Aintree Road, Perivale, Middlesex, were found guilty last week by Bradford magistrates of six offences of short measure. According to a *Daily Telegraph* report, it was stated that each of six bottles of perfume checked were labelled "not less than 7cc" but only one would hold that volume and that contained 5.8cc. The capacity of the bottles varied between 6.5 and 7cc.

The prosecution alleged that no check on the volume was made in Britain.

Mr Michel Vincent, managing director of Guerlain Ltd, said the company making the bottles in France had changed its production method, using thicker glass. Immediately the complaint was received letters were sent to all stockists advising them to withdraw the 7cc bottles. No fine was imposed.

Condom failure rates

Failures of the condom as a contraceptive are now largely a result of sporadic non-use, writes Margaret Bone in "Measures of contraceptive effectiveness and their uses" (HM Stationery Office, £0.70).

Failure rates for the condom and diaphragm appeared to have fallen in recent years and one of the reasons may have been improvement in their quality. British Standards were introduced in 1964 and 1966 respectively and revised in 1972.

The most recent British surveys have shown a failure rate of 4 per 100 women years for the condom and of 2.5 per 100 women years for the diaphragm. Earlier work in the USA showed a failure rate of up to 1.3 per 100 women years for oral contraceptives.

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Whitley Council terms and conditions of service. Further information from the Regional Personnel Officer, Arthur Thomson House, 146-150 Hagley Road, Birmingham B16 9PA.

(Tel: 021-454 4828 - Ext 51) to whom applications, with the names of three referees should be addressed by 13th September 1975.



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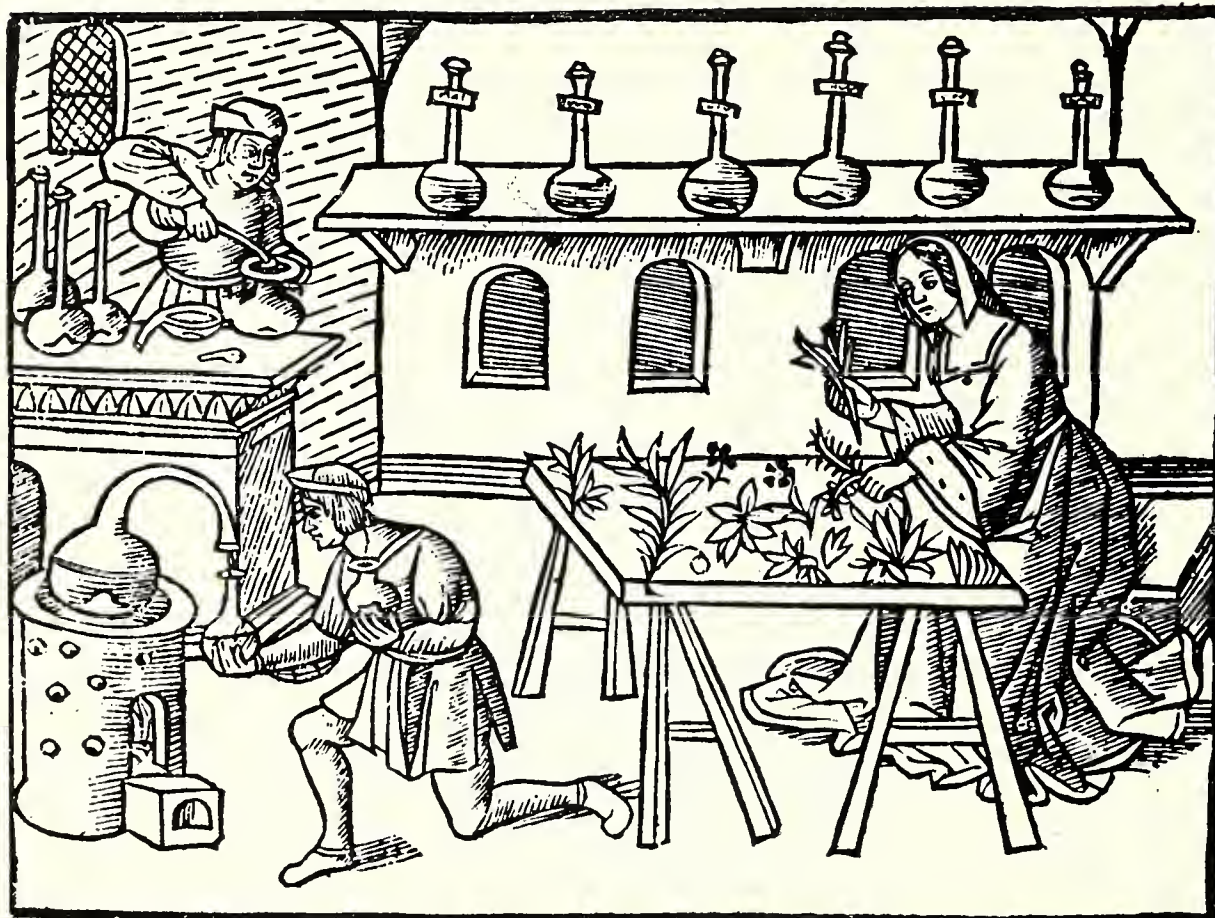
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